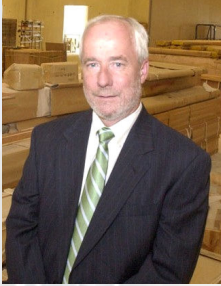


# DED UPDATE

111 Rockville Pike ♦ Suite 800 ♦ Rockville, Maryland 20850 ♦ 240-777-2000 ♦ [www.montgomerycountymd.gov/ded](http://www.montgomerycountymd.gov/ded)



## From the Director

**Happy Spring!** As temperatures rise, flowers bloom and summer draws nearer, we continue to stay focused on serving the needs of our diverse and growing business community. To that end, I'd like to inform you of a recent and important new hire. After a competitive nation-wide search, Katie Knowlin will join DED later this month as the County's new Minority/Female Business Affairs Manager, with responsibility for helping nurture and grow this large and vital segment of the County's thriving business community. Katie joins DED after serving as Director of the Maryland Department of Transportation's Office of Minority Business Enterprise since 2001. In her new role with DED, Katie will help ensure that economic success is extended to all minority and women-owned businesses in the County.

With over 7,400 Hispanic-owned businesses located in the County - the most in the region, the most female-owned businesses in the state, over 11,400 African-American-owned firms and 50 percent of the county's business incubators occupied by minority-owned companies, this new position will serve a vital role in the County. We look forward to Katie's expertise and leadership, and to what we know will be a highly successful tenure.

As always, please forward any suggestions on how this newsletter can best serve your needs to [ded.update@montgomerycountymd.gov](mailto:ded.update@montgomerycountymd.gov). We look forward to your comments and feedback.

*Sincerely,*  
**David W. Edgerley**

## Divisional News & Highlights

### Business Incubator Network

We recently launched our new **Virtual Incubator Program (VIP)** as part of the Business Incubator Network. The VIP allows emerging County-based companies – not physically located in one of our incubator facilities – access to all Network programming and activities, use of conference rooms and office support equipment, as well as business mentoring, professional referrals and support from incubator staff. At a press conference during last month's BIO Convention in Chicago, we announced our first official VIP company – **Keygene**, a leader in developing and applying molecular genetics in plant breeding based in Wageningen, The Netherlands. For more on **Keygene**, visit [www.keygene.com](http://www.keygene.com). And, the first tenants of the new **Wheaton Business Innovation Center** officially began moving in May 1<sup>st</sup> – but we still have **space available for qualified applicants!** Please contact Jerry Godwin at [jerry.godwin@montgomerycountymd.gov](mailto:jerry.godwin@montgomerycountymd.gov) or by phone at 301-942-4495 for more information.

### Workforce Services

On April 28<sup>th</sup>, Montgomery County Executive Douglas M. Duncan, Councilmember Phil Andrews, and other county officials and guests celebrated the official opening of the new **Montgomery Works One Stop Career Center located in the Montgomery County Correctional Facility in Boyds**. This Center is the first of its kind in the nation to be housed within a correctional facility, and will provide soon-to-be-released offenders with essential knowledge and skills needed to successfully re-enter the local workforce, with the goal of becoming productive members of the community.



### Marketing and Business Development

Several DED staff attended the **Biotechnology Industry Organization's 14<sup>th</sup> Annual International Convention** April 9-12 in Chicago to promote Montgomery County as an ideal location for biotech businesses. Nearly 20,000 attendees from over 60 countries representing more than 1,700 companies and organizations participated. DED held some 50 pre-arranged, one-on-one company meetings and, in partnership with the State of Maryland, MDBio, and other biotech industry organizations, again sponsored a gala reception during the conference attended by close to 4,000 guests – all with the goal of showcasing the County's thriving life sciences industry.



## Meetings, Events & Announcements

**Thursday, May 4<sup>th</sup>, 9:00 a.m.-4:00 p.m. - The ABC's of Starting a Business** – To cover forms of organization, record keeping, taxes, marketing, insurance, and sources and types of loans. Held at Rockville Economic Development, Inc.'s (REDI) offices at 95 Monroe Street in Rockville. Sponsored by REDI and SCORE. Register on-line at [www.scoredc.org](http://www.scoredc.org) or call 202-272-0390.

**Tuesday, May 9<sup>th</sup>, 6:00-9:00 p.m. - Small Business Seminar**  
"Are You Ready?" to be held at the Gilchrist Center for Cultural Diversity in Wheaton. Seminar is **FREE**, but registration is required. For more information, call the Gilchrist Center at 240-777-4940.

**Wednesday, May 10<sup>th</sup>-Friday, May 12<sup>th</sup> - PharmaDiscovery**  
This three-day event "for Scientists by Scientists" will address, probe and debate the Impact of Innovation in Drug Discovery and Development with cross-discipline representatives from the international R&D community. Scientific debates by more than 80 distinguished and internationally recognized speakers from pharma, biotech and academia. Held at the Bethesda North Marriott Hotel & Conference Center. For more information visit [www.pharmadiscoveryevent.com](http://www.pharmadiscoveryevent.com).

**Saturday, May 13<sup>th</sup>, 10:00 a.m.- 2:00 p.m. - Let's Get It Started Youth Job Fair** – If your company has entry-level, permanent, part-time and/or seasonal jobs for youth ages 16 to 21, don't miss this great opportunity to interview on-the-spot with some of the area's most talented youth. Visit [www.letsgetitstartedjobfair.com](http://www.letsgetitstartedjobfair.com) for more information. Sponsored by the Montgomery County Workforce Investment Board's Youth Council. Held at the Bethesda North Marriott Hotel and Conference Center.

**Wednesday, May 17<sup>th</sup>, 8:30 a.m.-4:00 p.m. - Building More Successful Businesses** – A hands-on, results oriented workshop led by industry leaders to show area contractors how to find and get large federal government contracts. For information or to register, call 301-654-9424 or send email to [info@hccmc.org](mailto:info@hccmc.org). Being held at 4833 Rugby Avenue, Suite 500, Bethesda.

**Saturday, May 20<sup>th</sup>, 10:00 a.m.-12:00 Noon - "Power Up! How to Do Research for Your Business Plan!"** – Sponsored and taught by REDI and the Business Resource Librarians at the Montgomery County Public Libraries. For more information or to register for this FREE seminar contact Rayna Glucksman at [Glucksman@RockvilleREDI.org](mailto:Glucksman@RockvilleREDI.org), or at 301-315-8096 or visit [www.RockvilleREDI.org](http://www.RockvilleREDI.org).

**Tuesday, May 23<sup>rd</sup>, 8:30 a.m.-4:30 p.m. - First Annual Post-Doc Conference and Career Expo: Access to Talent** – Join us at the Universities at Shady Grove in Rockville for this inaugural, full-day educational conference and career expo presented by DED, the Tech Council of Maryland, REDI, Montgomery Works, TEDCO, NIST, NIH and the Federal Lab Consortium. This exciting event is expected to draw over 250 Federal Lab Post-Docs looking to make connections with industry and academia and learn about future employment opportunities with area companies. If your company would like to exhibit, contact Rick Harris, V.P., Tech Council of Maryland, at 240-453-6214 or via email at [rharris@mdhitech.org](mailto:rharris@mdhitech.org).

**Monday, June 12<sup>th</sup>, 7:30 a.m.-3:00 p.m. - 2006 Congressional Procurement Conference & Expo** – Sponsored by Montgomery County Chamber of Commerce to help local small and mid-sized businesses get a piece of the area's procurement pie. Being held at the Universities at Shady Grove in Rockville. For more information or to register, contact Regina Borkoski at 301-738-0015 ext. 241 or at [rborkoski@montgomerycountychamber.com](mailto:rborkoski@montgomerycountychamber.com).

**For a complete listing of events, click on the Calendar of Events on DED's homepage at [www.montgomerycountymd.gov/ded](http://www.montgomerycountymd.gov/ded)**

## Recent Company Attractions, Expansions & Relocations

- **Advanced Engineering & Planning Corp. Inc. (AEPCO)**, an engineering and research firm providing quality technology solutions for government and private sector clients, expanded its headquarters operations by relocating to the Quince Diamond Executive Building on Quince Orchard Road in Gaithersburg, signing a 10-year lease for nearly 21K s.f. ([www.aepco.com](http://www.aepco.com))
- **Constella Group, Inc.**, a worldwide, leading provider of professional health services, expanded to over 42K s.f. in the Washington Science Center located on Executive Boulevard in Rockville. ([www.constellagroup.com](http://www.constellagroup.com))
- **DRS Technologies, Inc.**, a leading supplier of integrated products, services and support to military forces and intelligence agencies worldwide, relocated to over 19K s.f. at Bethesda Place II on Wisconsin Avenue in Bethesda. ([www.drs-esg.com](http://www.drs-esg.com))

## Companies Making News...

The **American-Speech-Language-Hearing Association (ASHA)**, a leading Montgomery County organization since 1966 with over 225 current employees and more than 123,000 members, broke ground April 19<sup>th</sup> on its new headquarters facility at Research Boulevard and Gude Drive in Rockville. In keeping with its long tradition of social responsibility, ASHA's new 150,000 square foot, five-story building will be environmentally friendly. Learn more about ASHA at [www.asha.org](http://www.asha.org).



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